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POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		AUG 1988	AUG 1987	JUL-AUG 1988/89	JUL-AUG 1987/88
AL	Alabama	1,292	6,999	3,533	9,156
AK	Alaska	0	0	0	61
AZ	Arizona	83	77	161	169
AR	Arkansas	3,373	837	9,085	3,419
CA	California	4,801	3,458	8,329	7,702
CO	Colorado	339	170	535	321
CT	Connecticut	127	260	270	260
DE	Delaware	1,941	622	2,007	708
FL	Florida	3,952	16,754	7,282	21,455
GA	Georgia	12,370	16,927	15,489	22,800
HI	Hawaii	106	0	169	2,975
ID	Idaho	2,264	1,435	2,746	2,112
IL	Illinois	73,943	84,183	103,269	114,589
IN	Indiana	24,947	45,861	43,093	51,980
IA	Iowa	55,089	45,618	107,248	67,120
KS	Kansas	4,433	2,326	5,763	3,122
KY	Kentucky	15,738	6,786	17,122	12,852
LA	Louisiana	15,261	112	15,477	747
ME	Maine	18	0	18	36
MD	Maryland	5,357	549	6,744	719
MA	Massachusetts	190	154	784	196
MI	Michigan	24,981	8,864	38,569	16,056
MN	Minnesota	32,057	25,612	54,091	36,463
MS	Mississippi	1,115	1,004	2,262	4,763
MO	Missouri	35,310	27,960	42,329	34,143
MT	Montana	604	548	986	866
NE	Nebraska	1,267	1,961	1,945	2,644
NV	Nevada	0	0	0	0
NH	New Hampshire	0	68	0	93
NJ	New Jersey	288	281	437	596
NM	New Mexico	3,730	118	3,929	1,794
NY	New York	1,246	2,260	3,297	3,080
NC	North Carolina	3,638	1,450	',100	4,333
ND	North Dakota	2,657	2,847	),035	3,263
OH	Ohio	21,572	42,967	51,882	70,626
OK	Oklahoma	1,803	2,349	2,557	3,502
OR	Oregon	2,222	1,388	3,677	2,416
PA	Pennsylvania	3,267	2,318	4,662	3,364
RI	Rhode Island	59	0	1,027	84
SC	South Carolina	9,398	2,506	10,878	3,461
SD	South Dakota	699	964	1,170	1,143
TN	Tennessee	477	1,892	13,710	6,626
TX	Texas	5,657	4,674	9,483	8,534
UT	Utah	107	1,419	322	1,557
VT	Vermont	36	147	63	325
VA	Virginia	8,790	1,702	9,461	2,205
WA	Washington	2,758	859	4,892	1,237
WV	West Virginia	106	0	106	61
WI	Wisconsin	19,751	15,769	28,327	24,861
WY	Wyoming	167	149	411	531
	TOTAL U.S.:	409,386	385,204	649,732	561,126
CANADA					
AB	Alberta	768	370	943	846
BC	Brit. Columbia	97	119	164	197
MB	Manitoba	1,026	309	1,352	390
NB	New Brunswick	208	563	252	639
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	391	63	412	712
ON	Ontario	13,955	13,681	16,293	22,289
PE	Pr.Edward Isle	1,183	63	1,974	1,115
PQ	Quebec	228	2,455	2,702	6,360
SK	Saskatchewan	247	6,316	398	9,985
	TOTAL CAN:	18,103	23,939	24,490	42,533
EXPORT SALES:		388,302	349,094	753,905	683,534
TOTAL AG SALES		815,791	758,237	1,428,127	1,287,193
Non-Ag	U.S.	37,107	29,340	69,178	59,242
	Canada	2,455	1,301	4,081	3,404
	Exports	3,057	906	13,668	11,939
TOTAL NON-AG SALES		42,619	31,547	86,927	74,585
GRAND TOTAL		858,410	789,784	1,515,054	1,361,778

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

AUGUST 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	465	187	476	44	120	1,292
AK Alaska	0	0	0	0	0	0
AZ Arizona	60	0	0	0	23	83
AR Arkansas	60	0	3,024	284	5	3,373
CA California	1,767	1,016	1,322	13	683	4,801
CO Colorado	80	0	259	0	0	339
CT Connecticut	0	62	60	0	5	127
DE Delaware	0	122	1,819	0	0	1,941
FL Florida	478	190	539	306	2,439	3,952
GA Georgia	934	546	8,529	825	1,536	12,370
HI Hawaii	0	0	0	0	106	106
ID Idaho	30	516	1,697	21	0	2,264
IL Illinois	468	59,318	7,593	6,506	58	73,943
IN Indiana	964	12,545	6,017	5,349	72	24,947
IA Iowa	95	37,184	14,118	3,681	11	55,089
KS Kansas	265	477	3,194	354	143	4,433
KY Kentucky	0	14,482	1,243	0	13	15,738
LA Louisiana	3,430	5,396	6,435	0	0	15,261
ME Maine	0	0	18	0	0	18
MD Maryland	0	0	3,680	1,677	0	5,357
MA Massachusetts	0	0	180	0	10	190
MI Michigan	0	15,942	8,977	16	46	24,981
MN Minnesota	61	13,913	16,402	1,336	345	32,057
MS Mississippi	0	0	227	883	5	1,115
MO Missouri	550	2,487	31,696	513	64	35,310
MT Montana	14	16	511	63	0	604
NE Nebraska	109	80	596	421	61	1,267
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	184	73	31	0	288
NM New Mexico	3,352	0	295	0	83	3,730
NY New York	0	361	852	33	0	1,246
NC North Carolina	1,219	1,783	0	325	311	3,638
ND North Dakota	0	920	1,682	55	0	2,657
OH Ohio	829	12,184	6,816	1,160	583	21,572
OK Oklahoma	121	78	1,441	35	128	1,803
OR Oregon	47	453	1,526	172	24	2,222
PA Pennsylvania	631	60	1,032	1,149	395	3,267
RI Rhode Island	0	0	59	0	0	59
SC South Carolina	608	973	7,498	61	258	9,398
SD South Dakota	0	193	423	83	0	699
TN Tennessee	303	(525)	694	0	5	477
TX Texas	689	510	3,435	426	597	5,657
UT Utah	15	0	92	0	0	107
VT Vermont	0	0	30	0	6	36
VA Virginia	0	122	8,201	401	66	8,790
WA Washington	311	669	1,535	200	43	2,758
WV West Virginia	0	61	45	0	0	106
WI Wisconsin	0	13,531	5,574	511	135	19,751
WY Wyoming	0	0	167	0	0	167
TOTAL U.S.:	17,955	196,036	160,082	26,934	8,379	409,386
CANADA						
AB Alberta	33	0	548	187	0	768
BC Brit. Columbia	0	60	37	0	0	97
MB Manitoba	0	602	347	77	0	1,026
NB New Brunswick	0	41	167	0	0	208
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	391	0	0	391
ON Ontario	13	9,146	4,576	59	161	13,955
PE Pr.Edward Isle	0	0	1,133	0	50	1,183
PQ Quebec	18	0	155	13	42	228
SK Saskatchewan	0	34	213	0	0	247
TOTAL CAN:	64	9,883	7,567	336	253	18,103
*EXPORT SALES:	212,569	32,773	130,602	8,806	3,552	388,302
TOTAL AG SALES	230,588	238,692	298,251	36,076	12,184	815,791
NON-AG U.S.	27,407	-	-	8,971	729	37,107
Canada	2,111	-	-	308	36	2,455
*Exports	596	-	-	2,461	0	3,057
TOTAL NON-AG SALES	30,114	-	-	11,740	765	42,619
GRAND TOTAL	**260,702**	**238,692**	**298,251**	**47,816**	**12,949**	**858,410**

*Exports listed on reverse.

2

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

AUGUST 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	9,776	0	0	9,776
Bangladesh	20,213	0	0	0	0	20,213
Brazil	22,117	27,355	90,155	0	0	139,627
Chile	0	0	0	0	1,653	1,653
China	4,711	0	0	0	0	4,711
Columbia	3,881	3,868	0	0	0	7,749
Costa Rica	4,039	0	0	0	1,109	5,148
Dom. Republic	0	0	2,057	0	666	2,723
Holland	0	0	18,436	0	0	18,436
Honduras	0	0	120	0	0	120
India	69,249	0	0	0	0	69,249
Japan	12,061	1,550	0	8,753	0	22,364
Korea	10,494	0	0	0	0	10,494
Malaysia	25,673	0	0	0	0	25,673
Martinique	0	0	2,976	0	0	2,976
Mexico	11,260	0	0	53	102	11,415
New Zealand	12	0	0	0	0	12
Panama	0	0	859	0	0	859
Puerto Rico	0	0	0	0	22	22
Spain	0	0	6,223	0	0	6,223
Sri Lanka	4,039	0	0	0	0	4,039
Switzerland	16,484	0	0	0	0	16,484
Taiwan	8,336	0	0	0	0	8,336
TOTAL AG:	212,569	32,773	130,602	8,806	3,552	388,302
NON-AGRICULTURAL						
Japan	75	-	-	2,461	0	2,536
Korea	63	-	-	0	0	63
Mexico	446	-	-	0	0	446
United Kingdom	12	-	-	0	0	12
TOTAL NON-AG:	596	0	0	2,461	0	3,057
TOTAL EXPORTS	**213,165**	**32,773**	**130,602**	**11,267**	**3,552**	**391,359**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

AUGUST 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	240	62	76	44	422
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	(30)	13	(17)
CA California	0	0	0	13	13
CO Colorado	0	0	0	0	0
CT Connecticut	0	62	0	0	62
DE Delaware	0	122	1,819	0	1,941
FL Florida	478	190	429	306	1,403
GA Georgia	909	546	8,110	812	10,377
HI Hawaii	0	0	0	0	0
ID Idaho	0	91	704	21	816
IL Illinois	468	59,318	6,568	6,506	72,860
IN Indiana	964	12,545	3,291	5,349	22,149
IA Iowa	0	36,046	11,993	3,681	51,720
KS Kansas	0	0	17	145	162
KY Kentucky	0	14,482	1,243	0	15,725
LA Louisiana	3,430	5,304	5,656	0	14,390
ME Maine	0	0	18	0	18
MD Maryland	0	0	3,680	1,677	5,357
MA Massachusetts	0	0	180	0	180
MI Michigan	0	15,942	8,977	16	24,935
MN Minnesota	61	13,913	16,402	1,336	31,712
MS Mississippi	0	0	65	883	948
MO Missouri	0	1,101	14,129	278	15,508
MT Montana	0	16	511	63	590
NE Nebraska	0	80	50	308	438
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	184	73	31	288
NM New Mexico	0	0	0	0	0
NY New York	0	361	852	33	1,246
NC North Carolina	1,219	1,783	0	325	3,327
ND North Dakota	0	920	1,682	55	2,657
OH Ohio	401	12,184	6,816	1,160	20,561
OK Oklahoma	0	0	15	0	15
OR Oregon	32	394	1,075	172	1,673
PA Pennsylvania	607	60	1,032	1,149	2,848
RI Rhode Island	0	0	59	0	59
SC South Carolina	608	973	7,498	61	9,140
SD South Dakota	0	193	423	83	699
TN Tennessee	0	(525)	694	0	169
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	0	30	0	30
VA Virginia	0	122	8,201	401	8,724
WA Washington	16	669	1,479	200	2,364
WV West Virginia	0	61	45	0	106
WI Wisconsin	0	13,531	5,574	511	19,616
WY Wyoming	0	0	151	0	151
TOTAL U.S.:	9,433	190,730	119,587	25,632	345,382
CANADA					
AB Alberta	33	0	548	187	768
BC Brit. Columbia	0	60	37	0	97
MB Manitoba	0	602	347	77	1,026
NB New Brunswick	0	41	167	0	208
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	391	0	391
ON Ontario	13	9,146	4,576	59	13,794
PE Pr.Edward Isle	0	0	1,133	0	1,133
PQ Quebec	18	0	155	13	186
SK Saskatchewan	0	34	213	0	247
TOTAL CAN:	64	9,883	7,567	336	17,850
*EXPORT SALES:	201,080	27,266	102,362	8,753	339,461
TOTAL AG SALES	210,577	227,879	229,516	34,721	702,693
NON-AG U.S.	15,714	-	-	8,258	23,972
Canada	2,111	-	-	308	2,419
*Exports	150	-	-	2,461	2,611
TOTAL NON-AG SALES	17,975	-	-	11,027	29,002
GRAND TOTAL	**228,552**	**227,879**	**229,516**	**45,748**	**731,695**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

AUGUST 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	9,776	0	9,776
Bangladesh	20,213	0	0	0	20,213
Brazil	18,102	25,716	74,150	0	117,968
China	4,711	0	0	0	4,711
Costa Rica	4,039	0	0	0	4,039
Holland	0	0	18,436	0	18,436
India	69,249	0	0	0	69,249
Japan	8,815	1,550	0	8,753	19,118
Korea	10,494	0	0	0	10,494
Malaysia	25,673	0	0	0	25,673
Mexico	10,913	0	0	0	10,913
New Zealand	12	0	0	0	12
Sri Lanka	4,039	0	0	0	4,039
Switzerland	16,484	0	0	0	16,484
Taiwan	8,336	0	0	0	8,336
TOTAL AG:	201,080	27,266	102,362	8,753	339,461
NON-AGRICULTURAL					
Japan	75	-	-	2,461	2,536
Korea	63	-	-	0	63
United Kingdom	12	-	-	0	12
TOTAL NON-AG:	150	-	-	2,461	2,611
TOTAL EXPORTS	**201,230**	**27,266**	**102,362**	**11,214**	**342,072**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

AUGUST 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	225	125	400	0	120	870
AK Alaska	0	0	0	0	0	0
AZ Arizona	60	0	0	0	23	83
AR Arkansas	60	0	3,054	271	5	3,390
CA California	1,767	1,016	1,322	0	683	4,788
CO Colorado	80	0	259	0	0	339
CT Connecticut	0	0	60	0	5	65
DE Delaware	0	0	0	0	0	0
FL Florida	0	0	110	0	2,439	2,549
GA Georgia	25	0	419	13	1,536	1,993
HI Hawaii	0	0	0	0	106	106
ID Idaho	30	425	993	0	0	1,448
IL Illinois	0	0	1,025	0	58	1,083
IN Indiana	0	0	2,726	0	72	2,798
IA Iowa	95	1,138	2,125	0	11	3,369
KS Kansas	265	477	3,177	209	143	4,271
KY Kentucky	0	0	0	0	13	13
LA Louisiana	0	92	779	0	0	871
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	10	10
MI Michigan	0	0	0	0	46	46
MN Minnesota	0	0	0	0	345	345
MS Mississippi	0	0	162	0	5	167
MO Missouri	550	1,386	17,567	235	64	19,802
MT Montana	14	0	0	0	0	14
NE Nebraska	109	0	546	113	61	829
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	0	0
NM New Mexico	3,352	0	295	0	83	3,730
NY New York	0	0	0	0	0	0
NC North Carolina	0	0	0	0	311	311
ND North Dakota	0	0	0	0	0	0
OH Ohio	428	0	0	0	583	1,011
OK Oklahoma	121	78	1,426	35	128	1,788
OR Oregon	15	59	451	0	24	549
PA Pennsylvania	24	0	0	0	395	419
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	258	258
SD South Dakota	0	0	0	0	0	0
TN Tennessee	303	0	0	0	5	308
TX Texas	689	510	3,435	426	597	5,657
UT Utah	15	0	92	0	0	107
VT Vermont	0	0	0	0	6	6
VA Virginia	0	0	0	0	66	66
WA Washington	295	0	56	0	43	394
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	135	135
WY Wyoming	0	0	16	0	0	16
TOTAL U.S.:	8,522	5,306	40,495	1,302	8,379	64,004
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	161	161
PE Pr.Edward Isle	0	0	0	0	50	50
PQ Quebec	0	0	0	0	42	42
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	253	253
*EXPORT SALES:	11,489	5,507	28,240	53	3,552	48,841
TOTAL AG SALES	20,011	10,813	68,735	1,355	12,184	113,098
NON-AG U.S.	11,693	-	-	713	729	13,135
Canada	0	-	-	0	36	36
*Exports	446	-	-	0	0	446
TOTAL NON-AG SALES	12,139	-	-	713	765	13,617
GRAND TOTAL	32,150	10,813	68,735	2,068	12,949	126,715

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

AUGUST 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Brazil	4,015	1,639	16,005	0	0	21,659
Chile	0	0	0	0	1,653	1,653
Columbia	3,881	3,868	0	0	0	7,749
Costa Rica	0	0	0	0	1,109	1,109
Dom. Republic	0	0	2,057	0	666	2,723
Honduras	0	0	120	0	0	120
Japan	3,246	0	0	0	0	3,246
Martinique	0	0	2,976	0	0	2,976
Mexico	347	0	0	53	102	502
Panama	0	0	859	0	0	859
Puerto Rico	0	0	0	0	22	22
Spain	0	0	6,223	0	0	6,223
TOTAL AG:	11,489	5,507	28,240	53	3,552	49,841
NON-AGRICULTURAL						
Mexico	446	-	-	0	0	446
TOTAL NON-AG:	446	-	-	0	0	446
TOTAL EXPORTS	**11,935**	**5,507**	**28,240**	**53**	**3,552**	**49,287**